

Sailor, R.W.

[Robert Warren]

[The Cayuga Press, Ithaca, NY], 1928

Sailor, R.W

CORNELL ALUMNI NEWS PUBLISHING CORPORATION

Publishing
Cornell Alumni News

113 EAST GREEN STREET
ITHACA, NEW YORK

Operating
The Cayuga Press

April 9, 1928

Sydney P. Noe, Esq., Secretary
American Numismatic Society
Broadway and 156th Street
New York City

Dear Mr. Noe :

Mr. Robert Eidlitz has been kind enough to mention our printing plant to you in connection with the Numismatic Notes and Monographs of the American Numismatic Society.

I appreciate this introduction from Mr. Eidlitz particularly as he was one of our most distinguished Cornell alumni, but naturally feel that as printers we must stand on our own ability and the value of our product, so I am taking the liberty of explaining what kind of business we are doing.

The nucleus of our business is printing of chemistry and psychology books and magazines with a great deal of general work and considerable printing in foreign languages and probably one of the best looking series of all that we have done is that of the Hispanic Society of America.

When the Devinne Press went out of business a few years ago, we were apparently selected as the principal printer for the Hispanic Society of America and in the past three or four years have done approximately fifty titles, large and small, in the same general format as the one used by your society.

I assume that we have generally speaking given them satisfaction because we continue to enjoy their business, which as you probably know, consists of books and pamphlets in both the catalog series and the peninsular series, ranging from a twelve-page pamphlet to a 600 page book of the Ticknor letters.

I come to New York about once a month and could run in to see you if you would care to have me do so, or if you would like to have me get you an estimate on any of your numbers I should appreciate very much the opportunity.

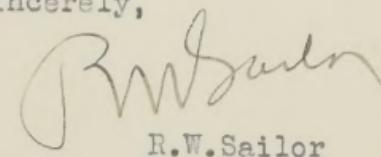
Since my only interview with Mr. Huntington several years ago, we have expanded the facilities of our plant quite considerably and are very much more capable than we were at the time we seemed to have been chosen by the Hispanic Society of America to do printing for them. By this I mean that our

CORNELL ALUMNI NEWS
PUBLISHING CORPORATION

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range of type faces and our press room capacity have been enormously increased from what they were at that time.

Yours sincerely,

A handwritten signature in cursive ink, appearing to read "R.W. Sailor".

R.W. Sailor

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April 13, 1928

Mr. R. W. Sailor,
113 East Green Street,
Ithaca, N. Y.

Dear Sir:

Responding to your letter of April 9th.; If you will have your representative call when he is next in New York City, I shall be glad to go over the question of having you take care of some of our printing.

Very truly yours,

Secretary.

THE CAYUGA PRESS

SUCCESSOR TO CORNELL PUBLICATIONS PRINTING CO.

PRINTERS

113 E. GREEN ST. • ITHACA, N.Y.



April 19, 1928

Mr. Sydney P. Noe
The American Numismatic Society
New York City

Dear Mr. Noe :

Mr. Wood very kindly dropped me a line to say that you were going to be away until the 24th. My schedule works out so that I shall have to be back in town for the 23rd, so that I shall miss you on this trip.

If you would like to do it, let me suggest that you send me one or two of your numbers illustrating the different kinds of typography that would be required, and let me figure it out so that I can talk more intelligently when I drop in on my next trip which I hope will be in the last half of the month of May.

This wouldn't commit you in any way to us, but would enable me to discuss the matter of printing with you with a little better knowledge of the problem.

Yours sincerely,

R.W. Sailor

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April 24, 1928

Mr. R. W. Sailor,
113 East Green Street,
Ithaca, N. Y.

Dear Sir:

Responding to yours of the 19th; I am sending under separate cover a copy of our latest monograph for the use you suggest.

I shall be glad to see you when you can connect with me, when you are next in New York.

Very truly yours,

Secretary.

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113 EAST GREEN STREET
ITHACA, NEW YORK

May 12, 1928

Mr. Sydney P. Noe
The American Numismatic Society
New York City

Dear Mr. Noe :

Just before I left for a trip to Minneapolis your Monograph No. 35 came in and on my return I have had an opportunity to look it over myself. Meanwhile I have had our superintendent go over it rather carefully and have a feeling that we can give a good account of ourselves on this kind of volume.

There are two points that are rather unusual in it. The first is the little characters shown in the table on page 12 and 13 and also scattered through the book. We have figured out several ways in which these could have been done although the Intelligencer Printing Company imply that these were done by a secret process. Apparently they are zinc cuts from ink drawings made into electrotypes sweated on to metal bases, with each character wherever it appears made up especially for that place in the book.

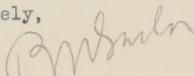
In the back of the book you use what appears to be some form of photogravure, and I am wondering whether this is a requirement of your own and whether you require more detail than we get in our half tones that we do for the Hispanic Society of America. I am enclosing a monograph on the Hispano-Moresque Ivory Box which illustrates the detail that I refer to.

Is it your special requirement that causes the illustrations to be in photogravure or would you be interested in doing them in half tones somewhat like the Ivory Box illustrations?

If you could tell me anything about the small characters also referred to above I should appreciate that.

I am hoping to get down sometime during the week of the 28th if it is possible and will write you as the time approaches. The more I know about the problem in advance the more intelligently of course I can discuss it.

Yours sincerely,


R.W. Sailor

May 16th, 1928.

Mr. R. W. Sailor,
113 East Green Street,
Ithaca, N.Y.

Dear Sir:

Your letter of May 12th is at hand. We usually have the plates for our monographs prepared under our own supervision for our printer. The monograms are done differently by each firm. I think your explanation, is the one we have used. This we can discuss however, when I see you on the week of the 28th.

Very truly yours,

Secretary.

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113 EAST GREEN STREET
ITHACA, NEW YORK

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May 30, 1928

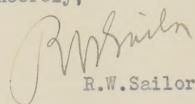
Mr. Sydney P. Noe
c/o the American Numismatic Society
New York City

My dear Mr. Noe :

I had overlooked the fact that Memorial Day comes in this week and it makes a bad week for a trip to New York. I should like very much to come down the following week, probably on Tuesday the 5th, and unless this is impossible for you I shall attempt to make it on Tuesday the 5th and see you sometime along about ten o'clock in the morning.

I should appreciate it if you would wire me collect if this is inconvenient.

Yours sincerely,


R.W. Sailor

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* Either the date
or the time of day

Night Letter - Collect

Exx R.W.Sailor,
113 East Green St.,
Ithaca, N.Y.

Shall be glad to see you on Tuesday, June 5th, or specify.

Noe

(or) American Numismatic Society

Green
JH

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113 EAST GREEN STREET

ITHACA, NEW YORK

Dear Mr. H.C.:

Confirming our phone conversation of
Tuesday, I shall be in New York Friday and
will phone you in the morning for an appointment.

Yours sincerely

Z. P. Saal

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June 14, 1928

Mr. Sydney P. Noe
c/o American Numismatic Society
New York City

My dear Mr. Noe :

I am simply writing you acknowledging your courtesy of giving me so liberally of your time when I visited you last Friday.

I am getting in touch first with an electrotyper to see what the probability is of getting the various monograms you use made to your copy at a reasonable figure.

When I hear from these people I shall let you know about our Greek faces that are available and give you a figure on composition all straight matter, 100 copies, in normal printing units, with paper covers like your standard cover with you supplying the photo-~~exelator~~ or heliotype inserts.

I shall let you know prior to my next visit to New York and hope to have all the material ready to show you at that time.

Yours as ever,

R.W.Sailor

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The Cayuga Press

July 9, 1928

Mr. Sydney P. Noe
c/o the American Numismatic Society
Broadway between 155 and 156th St.
New York City

My dear Mr. Noe :

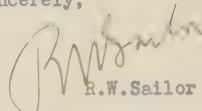
I have made considerable progress on the subject of our recent discussion and think I can offer material that will be of interest to you.

I shall be in New York on Friday, July 13th.

I shall be leaving Ithaca tomorrow night, but if you care to drop me a note telling me when you will be available if at all on Friday, please address me c/o the Columbia University Club, 4 West 43rd Street.

If you are not available on Friday I shall have to see you at some other later date. I think I have the situation about monograms well in hand, but there are several points that I want to take up with you at this time if I may.

Yours sincerely,


R.W. Sailor

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July 16, 1928

Mr. Sydney P. Noe
The American Numismatic Society
Broadway between 155 and 156th St.
New York City

My dear Mr. Noe :

Many thanks for your note which I received at the Columbia University Club. There was no particular harm done except that you may have to read a somewhat longish letter instead of having a visit.

It happens that I was obliged to be in New York on Wednesday and Friday and was over in New Jersey on ~~Friday~~.

There are a couple of points I should like to ask you about the monograms used in the present series and of which I have copies 30, 33, and 34.

It so happens that the monograms used in these particular monographs are approximately square or narrower than square. On the other hand I have convinced myself that I have seen numbers in this series using monograms that might be perhaps three units long, of which this would serve as an illustration: —○—

We have come to the conclusion, also, that only in rare instances do you use only a ~~single~~ character and that they almost always run from five to fifty of the same character. It is apparent that some of these identical characters have been made from different longhand copy and have therefore individual differences, but for your purposes if they were all identical it would serve just as well or better?

Let me illustrate what this means financially. If there were twenty characters, each used only once, there might be a charge of \$4 or \$5 per plate of zinc engraving which would be cut up into blocks. These blocks

would cost approximately, let us say, a dollar per block, cutting it square, so that each character of a given size might cost \$1.25 done by the method of engraving and mounting electros on metal bases.

On the other hand, in volumes like 30 and 33, where there is only a single character or two characters each repeated three or four times, this would be very expensive unless it were coupled up with another monograph that contained more characters, all of which could be made at the same time.

On the whole it seems now as if the type founders could do this sort of job better than the electrotypers, because for an ordinary square character, their charge for cutting a matrix and all the type from it that we might want for a single volume, would probably be under \$5. It is for the purpose of getting a more universal figure from them that I asked you above if there were not characters covering two, three, or more spaces in some of the volumes we have not on hand.

I should also like to know whether the rough hand drawn appearance of these monograms is from choice or from the method used in making them. In other words, specifically on page 22 of monograph No. 34, item 60, would it suit your purposes just as well to have the outlines of the characters used there all smooth and regular like the A, I, E, or must they be given the appearance of rough material like the other four characters under that number?

Again, on the same page and pair of pages, the letters ~~or~~ appear a half a dozen times and apparently each one done from a different drawing. Is there any reason in this particular place why these shouldn't all be smooth like type letters and is there any particular reason why they shouldn't all be alike as they would be if the type founders cut a mold and cast type from it?

If I could have exact answers to these questions, if I have made myself clear, and we could have a copy of the number in which the longer monograms are shown, I would be in a position to get you exact and final information on this small but rather difficult subject to handle.

With this in hand, I can get all the information together and talk definitely and finally with you on my next trip which might be within three weeks or a month from now, or sooner if you desired it.

Yours sincerely,



R.W. Sailor

EDWARD T. NEWELL
PRESIDENT

SYDNEY P. NOE
SECRETARY

CABLE ADDRESS:
"NUMISHA" NEW YORK



HARROLD E. GILLINGHAM
TREASURER

HOWLAND WOOD
CURATOR

TELEPHONE:
WADSWORTH 7735

THE AMERICAN NUMISMATIC SOCIETY
BROADWAY BETWEEN 155TH
AND 156TH STREETS
NEW YORK

30th August, 1928

Mr. R. W. Sailor,
The Cayuga Press,
Ithaca, N. Y.

Dear Mr. Sailor:

Under separate cover I am sending you herewith a short monograph on which I would like to have you estimate. There are four plates, already printed, to be bound in at the back. I should be glad to have you estimate on the cost of having this done and I should like tentative word as to the amount of time you think would be required to finish the job.

You will note that there is a sheet of the monograms to be used in the text, which will simplify that portion of the work for you.

Very truly yours,

Sydney P. Noe
Secretary

30th August, 1928

Mr. R. W. Sailor,
The Cayuga Press,
Ithaca, N. Y.

Dear Mr. Sailor:

Under separate cover I am sending you herewith a short monograph on which I would like to have you estimate. There are four plates, already printed, to be bound in at the back. I should be glad to have you estimate on the cost of having this done and I should like tentative word as to the amount of time you think would be required to finish the job.

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Very truly yours,

Secretary

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113 E. GREEN ST. • ITHACA, N.Y.



Sept. 8, 1928

The American Numismatic Society
Broadway between 155th and 156th Sts.
New York City

MR. SYDNEY P. NOE

Gentlemen:

During Mr. Sailor's absence I am taking the liberty at his request of answering your letter of August 30th and to also enclose our estimate.

We have gone into this work carefully and find that estimating on this kind of work is more or less of a guess but we do believe we have the price per page high enough to protect ourselves. There is, of course, the possibility that our cost of production will warrant billing you at a lower figure than our estimate calls for but this can be determined only by printing one or two of these monographs.

If we are allowed the privilege of doing this work for you we believe we are justified in assuring you that our work will meet with the high standard of your requirements.

Very truly yours,

The Cayuga Press

R. C. Stuart

Director of Printing.

RCS/H

THE CAYUGA PRESS

SUCCESSOR TO CORNELL PUBLICATIONS PRINTING CO.

PRINTERS

113 E. GREEN ST. • ITHACA, N.Y.



The American Numismatic Society
Broadway at 156th St.
New York City

We propose to furnish and deliver the following as indicated below:

DATE 9/8/28

QUANTITY	DESCRIPTION	PRICE
800	Numismatic Monograph "The Olympia Hoard"	
Size	- - - - - 4 $\frac{5}{8}$ x 7 $\frac{7}{8}$	\$
Number of pages	- - - - - 28 + 4 plates + cover	Per page 7.75
Style of Binding	- - - - - Sewed	App. total 217.00
Stock inside and weight basis	- - - - - 60# Menden Book	
Stock flyleaf and weight basis	- - - - -	
Stock cover weight basis	- - - - - 65# Choco. Rhododendron	
Print inside in	- - - - - Black	Extras:
Print fly in	- - - - -	24 extra characters
Print Cover in	- - - - - Black	@ \$5.00 each-- 120.00
Wrapped in packages of	- - - - -	
Drawings	- - - - -	
Printing plates	- - - - - Furnished	
Embossing dies	- - - - -	
Delivery F. O. B.	- - - - - Ithaca	
Terms	- - - - - 2% 10 days, 30 days net	
Remarks:	- - - - -	

~~NOTE~~ NOTE: Price is based on all copy being typewritten, clear, and legible. There will be an extra charge for editing when necessary.

NOTE IMPORTANT: There will be an extra charge for all alterations from original copy made after style has been approved and composition set. We pride ourselves on accuracy in composition, but will not be responsible for typographical errors and insist upon all proofs bearing your O. K. before being printed—otherwise we accept no responsibility.

Very truly yours,

THE CAYUGA PRESS

Per R. C. Stuart

S. Salter

10th September, 1928

The George Press,
Ithaca, N. Y.

Attention of Mr. R. C. Stuart, Director of Printing

Dear Sir:

Your letter of September 6th, together with your estimate, is at hand. Thank you very much.

I note that your estimate for twenty-four extra characters required for this monograph at 15.00 each. Our previous cost for such an item as this has been at the rate of a little more than 50 cents per character. Your estimate per page is also higher than we have been accustomed to paying, and in consequence I very much fear that I shall not be able to assign this work to you. While I appreciate that your bill would possibly be less than your estimate, the difference is very considerable and I believe there would be little advantage in our sending you this work.

Very truly yours,

Secretary